

Date Submitted: 04/15/2006
CS Contact: * Bill Crawford | Baghdad
Lead Type: * Private Lead
Expiration Date: * 05/15/2006

Title/Subject of Trade Lead: * Iraq Private sector VSAT Provider seeking U.S. ISP Provider as supplier and/or partner
Organization: * I-Comport Company
City: Baghdad
State/Province: Baghdad
Country: * Iraq

Contact Information

Contact Name: * Dr. Medi Gavami
Title: Director of Marketing
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Website: www.i-comport.com
Business Type: Distributor, Importer
Industries: *

Computer Services - (CSV), Electronic Commerce - (ECC), Information Services - (INF),
Management Consulting Services - (MCS), Operations/Maintenance Services - (OMS),
Telecommunications Eq. - (TEL), Telecommunications Services - (TES)

Description: * Extremely reliable Iraqi company (I-Comport) with record of over 350 project experience over the past 2 1/2 years is looking to expand its VSAT division. I-Comport has been involved in providing VSAT infrastructure for the Iraqi Defense Network as well as many other organizations and companies in Iraq. They have concentrated on dedicated bandwidth, however, their market analysis and the anticipated projects, call for a shared network solution as well. They are seeking a reliable ISP with a track record who are willing to provide I-Comport with services as resellers or partners and through I-Comport take part in Iraq's growing market that is very much dependent on VSAT communication.

The company is also participating in several projects to provide private internet access for US camps for off-work hours. Each camp has a range of users from 150-500 and total numbers is anticipated to be about 1000-1500. One urgent project requires access for 220 users of which 120 are also interested in VOIP services. Company is seeking solution and design on this project. Quick response is needed.

For background on company, please visit the company's website.

US Dollar Value / Quantity Desired: To be Negotiated
Who/What is the End User: Private Tender
Response Language: English is Excellent
From Manufacturers Only: Agents and Distributors acceptable
Information Desired from U.S. Firm: Ability to Discuss and Negotiate Telecom Services
Intent to Buy: Immediate